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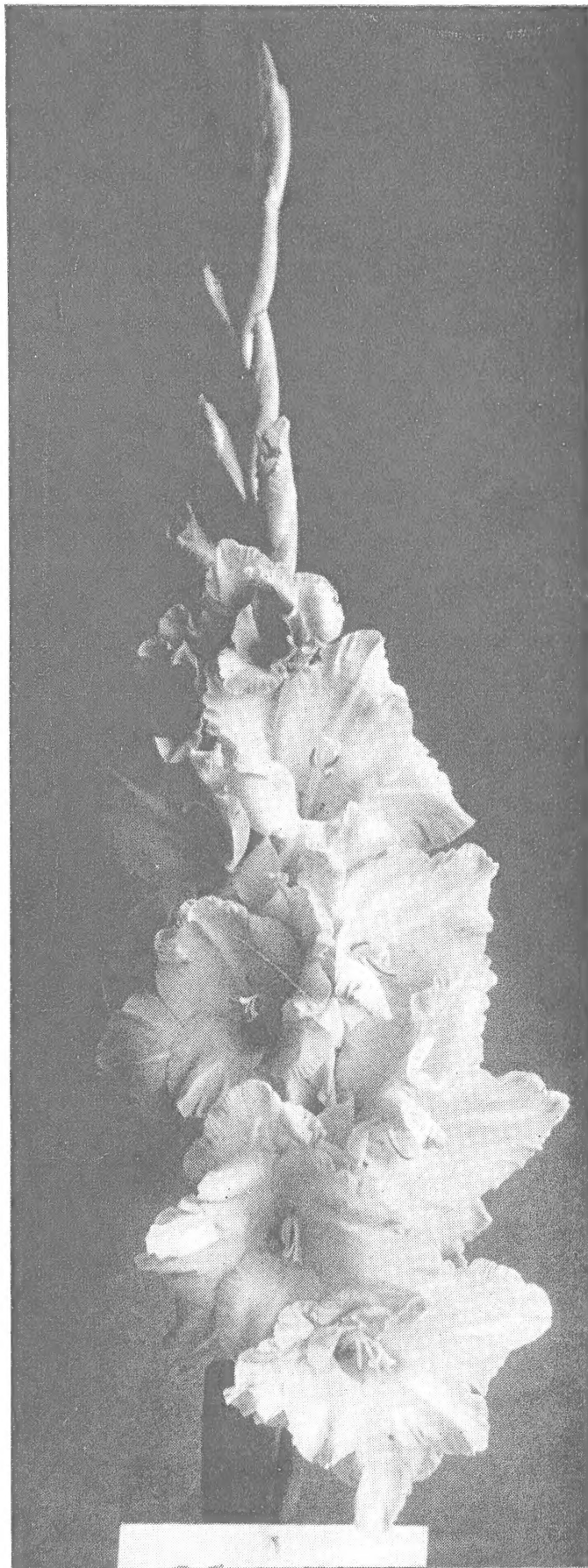
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U. S. Department of Agriculture

Scheer Gladiolus



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CUT COURTESY OF NEW ENGLAND G. S. PHOTO BY SCHEER

EGLANTINE

SCHEER on a Glad = STERLING on Silver

To my many old customers and friends, greetings; to all prospective new customers, welcome.

Another season has come and gone - gone almost before I realized that it was here. It seems that each year is much shorter than the preceding one was, perhaps because the work becomes so much heavier each succeeding year.

In this section the 1945 season has been far from what one would have liked. An exceptionally mild March was followed by a long period of unusually cold and wet weather which delayed planting almost two months, and the summer was short and for the most part rather cool. I did not have a single spike out at show time, and many of the seedlings under test never got a chance to bloom at all, but there was some compensation for this when, at digging time, I dug one of the finest lots of bulbs that I ever had - I am expecting unusually fine results in 1946.

Well, one cannot expect an ideal season each year. Gladiolus are just like any other crop: they need favorable weather if they are to do their best. It is not fair to judge any glad from a single season's performance for even the most dependable varieties cannot do their best under unfavorable weather conditions. And don't forget the important fact that any glads that have been grown in one section often require at least a year, and sometimes several years, to become thoroughly acclimated in their new location.

Never buy bargain bulbs at dime or general stores if you expect to grow really good glads: cheap glads usually mean poor results. Buy your glads from reputable growers or dealers if you want best results: it is to the grower's best interest to see that he sells you only good, sound stock. It is not necessary that you buy only the high priced novelties to be assured of excellent results: those relatively expensive varieties are high in price because stocks of them are still scarce and because the more advanced growers are eager to try them just as soon as they can get them. Many of the older varieties are very good glads and will give excellent results for those who are not interested in having the very latest ones, but don't forget that it never pays to buy bargain glads.

I do not grow or offer a general line of standard gladiolus because I have neither the space nor the time to give them, since my breeding work requires all the time that I can devote to it. The varieties offered in this announcement have all thoroughly proven their quality on the show bench and Scheer Gladiolus enjoy a most excellent reputation among lovers of the best in Glads. A number of them are rated with the very best in their sections. All are sound, healthy, vigorous sorts that perform well. They represent the pick from hundreds of thousands of seedlings and the utmost care is exercised in selecting only the most outstanding ones. To those in the know, the name Scheer is a guarantee of quality. If you have not yet tried them you will be pleased with their high quality and their performance.

ANNOUNCING A NEW LAVENDER

There is perhaps no class as weak as the so-called lavender section. Having worked for years in serious effort to produce **the lavender**, I can well understand why this section is so weak. I have come to the conclusion that the real lavender is as elusive as the real blue.

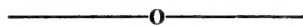
I think that the term lavender as commonly employed covers far too much ground, including, as it does, not only the lavenders but the orchids, as well. When pink and light blue are combined the result is known as orchid if the pink color dominates in the resultant color combination, whereas the blue must dominate if the result is to be known as lavender. When judged by this standard, we find that there are very few glads, indeed, that are entitled to be called lavenders: Minuet comes the closest to true lavender of any glad that I know.

It took years and countless crosses to produce a seedling that, in my opinion, could properly be called a lavender. This one looked very promising at the time of its first blooming and it has performed better each year. A few bulbs were sent to several competent judges for test during the past season and their comments are highly encouraging. One wrote: "It certainly is superior to any lavender now in cultivation, in purity of color, the heavy texture of its florets, placement of its florets, and all around beauty". Here is a test garden report: "A lavender self, with 6-7 five and three-quarter inch florets open, 3-4 buds in color, on an 18-21 bud spike; spike straight and strong; height 52".

This new lavender has been registered under the name Patrician. Its color is practically identical with the deepest shade in Minuet, but, being a true self, it appears several shades deeper; there are no conspicuous markings, although there are a number of fine sanded blue-violet lines on the throat petals, not readily noticeable without close inspection. The spike is a strictly formal type and attachment, placement, and spacing are all that could be desired. The plant is healthy and a vigorous grower with heavy foliage. The bulbs appear to be very healthy and bulblet production is excellent. The bulblets average considerably smaller than do those of most varieties, but germination is excellent.

Patrician is not offered for general distribution during the 1946 season, but it is hoped that there will be sufficient stock of it in another year to permit its being offered for general sale, in all sizes. In the meantime, it will probably be seen at some of the 1946 shows.

Only five bulbs of Patrician (large) will be sold this season, at \$25.00 each.



In my 1945 announcement I mentioned a new yellow and stated that it might be introduced in 1946. This yellow will have to undergo further testing and will not be introduced in 1946.

In explanation I want to say that this yellow is not one of my own originations: I bought the entire stock from a California grower. Its performance was not typical, I am sure, and it will have to become acclimated before its qualities can be properly appraised, and, as in the case of my own seedlings, it will not be introduced until I am fully satisfied that it merits introduction. Another season may tell the story. In the meantime, I have several yellow seedlings of my own that look very promising - you will hear about them when and if they satisfy my standards.



WHITE GOLD

CUT COURTESY OF NEW ENGLAND G. S.

WHITE GOLD

This outstanding cream is now so well known that it is hardly necessary to say much about it. Since its introduction in 1941 it has won its place as the outstanding cream and its fame is now worldwide. It is generally recognized as one of the top varieties today and its popularity is still growing, season after season. At many major shows White Gold has scored first, second, and third in both the single and three-spike classes. It is popular with both amateur fans and commercial growers, many commercial growers reporting that White Gold brings as high as double as much as other creams and that they are often not able to fill the demand.

Extreme earliness, dependable performance, great size and striking appearance of its florets, and exceptional health and vigor of its plant are some of the properties that contributed to White Gold's success. It is one of the earliest of all glads, blooming in 65-70 days, and virtually every spike is No. 1. While florets over eight inches in size have been reported, ordinary field culture yields florets of six inches and over, on straight, strong spikes. Unlike some glads of large size, which are rather stiff and unattractive in appearance, White Gold never looks stiff; each spike has individuality of its own and a certain grace, due partly to the fact that the size of the florets tapers down gradually from lower to top floret. The rich cream of the broad petals is due to a delicate reticulation of pale gold throughout its substance and the cream of the petals graduates into rich gold in the throat, giving each floret an appearance of great depth. While White Gold is an informal, or decorative, a certain percentage of the spikes are actually of the formal type. No glad in commerce excels White Gold in health and vigor of plant: spikes are usually well over fifty-five inches and some have reported spikes over six feet tall.

Probably no glad is better suited for arrangements of any sort in basket, spray, or vase: florists love to work with it. While striking when seen as a single spike, an arrangement of any size is truly imposing. A well-known grower, upon seeing the first large basket exhibit of White Gold, remarked: "It just took my breath away!" Without question today's leading cream and one of the highest ranking of all glads, White Gold has won its place on sheer merit and promises to become still more popular.

Under the heading "England 1945 Notes", the NEGS Gladiolus Magazine published a letter from a British Lt. Col., from which the following is an extract: "..... Of the large ones, many looked good but by far the best was White Gold. I thought it the loveliest thing I'd ever seen; sent one up to the shop I supply in London - a Bond Street one (same as Fifth Ave., N.Y.) and the lady there, who has been boss for twenty years, wrote and said "White Gold is the most beautiful Glad we have ever had shipped in." Of course she wanted a supply."

The demand for this variety is so great that stock may be sold out before the close of the season, especially in the larger sizes.

Description of WHITE GOLD - (Maid of Orleans X Picardy)

A large informal or decorative.

Color - Rich cream, without markings, blending into a rich gold throat.

Florets - Of exceptionally heavy substance, wide open, petals very broad with edges slightly frilled and ruffled; well attached and nicely placed and well spaced on a strong, straight spike, 5-7 open, with 5-6 showing color, on a 19-21 bud spike. Under ordinary field culture the florets are six inches or better, with petals three inches broad, but under special culture florets have reached a size of over eight inches.

Spike - Straight and strong, usually around 60".

Plant - One of the most vigorous and healthy of all glads, apparently immune to all common glad diseases. Plant strong and vigorous, with very broad, healthy foliage - leaves up to three inches broad. Makes plenty of large bulblets which germinate virtually 100% and make large bulbs the first year, many of which bloom.

Prices of White Gold, season of 1946, per Each —

Large - \$.35; Medium - \$.20; Small - \$.10

Ten of any one size at eight times the single price.

Bulblets: 6 - \$.20; 12 - \$.35; 20 - \$.50

EGLANTINE (Picardy X Seedling [Coryphee X Mrs. P. W. Sisson])

Eglantine has been described by one prominent expert as: "Perhaps the most beautiful of all glads to date". His appraisal is supported by the fact that Eglantine has been voted "the most beautiful glad" at several shows. It has won high honors wherever it has been shown and gives promise of establishing many records when it becomes more widely distributed. Its imposing spike and mammoth ruffled florets of irresistible appeal attract attention from expert and amateur, as well as from the ordinary show visitor.

One of the outstanding introductions in many years, Eglantine has met with enthusiastic reception everywhere and many highly enthusiastic letters from all over the country are convincing proof that it is meeting with approval everywhere.

A grand pink that has everything,—one that I consider perhaps the best of all my introductions to date, and one that you are sure to like.

Description —

Color - An exceptionally attractive clear, warm pink, blending into a light cream throat; no conspicuous markings.

Florets - Very large, up to 7¼" and over, very heavy substance and petals heavily ruffled; 7-8 open, with 4-5 showing color; arrangements and spacing faultless.

Spike - Straight and strong, 48".

Plant - Strong, with broad heavy foliage; bulb healthy and a fair bulblet maker.

Season - 85-95 days.

PLEASE NOTE

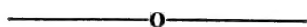
So great was the demand for Eglantine during the 1945 season that my stocks of both bulbs and bulblets were almost exhausted. I am therefore faced with the necessity of building up my stock of this variety and will need most of my present stock for that purpose this coming season. But in order to satisfy at least some of my customers, I am offering a limited number of **large bulbs** and of **small bulbs only**, at the same prices as quoted for those sizes in my 1945 announcement for **single bulbs**; no quantity prices are quoted for this season and none will be given. No bulblets will be sold separately, but purchasers of bulbs may buy ten bulblets with one large bulb or five with one small bulb, at \$1.00 each.

Prices for 1946, per each —

Large - \$10.00; Small - \$5.00.

The number of bulbs that will be sold is **very limited** - order early if you do not want to be disappointed.

NOTE—Some growers have had difficulty in the past with germinating Eglantine bulblets, and I myself have found them to be much slower germinators than most others, but I believe that I have discovered a way to hasten and insure germination. The past spring, with only small bulblets left for my own planting, I peeled each bulblet as usual, and then gave the peeled bulblets a thorough dusting of Rootone just prior to planting and the result was very gratifying: the bulblets germinated, not only promptly, but practically 100%—try it!



GENGHIS KHAN - (Beltane [Mrs. P. W. Sisson x Comm. Koehl] X Picardy)

This giant ruffled pink is really beginning to crowd some of the leaders. It was quite a sensation when first shown, sweeping the awards in its class and coming out with four blue ribbons and purple rosettes, including show champion. Unfortunately, it was introduced prematurely, when stocks were still much too small, and the propagating stock consisted wholly of a limited number of old bulbs which produced few bulblets. This accounts for the fact that dissemination was very slow for a while, and also for the fact Genghis Khan is only now becoming recognized as one of the leaders. Many enthusiastic letters received attest its popularity and generous orders from some of the leading dealers are further proof that Genghis Khan has really arrived.

Perhaps no other glad can equal this one in ruffling: so deep is the ruffling that one might call the petals of Genghis Khan corrugated. Its florets are of mammoth size, and the substance is extremely heavy; in addition to being heavily ruffled, the petals are also moderately lacinated. A truly outstanding decorative.

Description —

A striking ruffled mammoth pink decorative.

Color - Medium light pink, with light cream throat; no conspicuous markings.

Florets - Very large, up to 6¾", of extremely heavy substance; petals deeply ruffled and moderately lacinated; florets well attached, and well spaced and placed on a very long flowerhead with 18-21 buds, 6-7 open, 5-6 showing color.

Spike - Straight and strong, 45-50".

Plant - Vigorous and strong plant, with heavy foliage; good bulblet producer and bulblets germinate well.

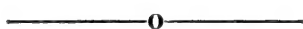
Season - 75-85 days.

Prices for 1946 -per Each —

Large - \$2.50; Medium - \$1.75; Small - \$1.00

Ten of any one size at eight times the single price.

Bulblets: 1- \$.25; 10 - \$1.75.



MARSEILLAISE - (Aida X Pelegrina)

A very large, crimson-scarlet, later than most other good reds, Marseillaise is just the red that growers and florists have been waiting for. It makes very tall spikes, with long flowerheads and, with its brilliant color it is always the one variety that unfailingly attracts all visitors late in the season. A planting of Marseillaise is a sight to remember.

The red section is one of the strongest of all, and a glad has to be more than merely good to receive any sort of consideration at all in this group, where super-glads are almost expected. The fact that Marseillaise is quite generally included among the top three or four when the leaders among the reds are named is perhaps the most convincing evidence of its quality. It has won many awards at the shows, including show champion spike at Wisconsin.

To date, stocks have not been sufficiently plentiful to warrant pushing it very hard as a commercial, but now that the supply is becoming more plentiful, Marseillaise promises to soon become a leading commercial in the reds and is well worth a thorough trial. Its large size, tall spikes and long flowerheads, striking brilliant color, and all-around dependable performance, and, not to be overlooked, its late blooming season, coming when most other good reds are gone, will make Marseillaise a very desirable variety, once it is better known.

Description —

A tall, late flowering red.

Color - A glowing deep crimson-scarlet that does not fade in the sun; narrow cream lines on the throat petals add much to the effect.

Florets - Of very large size - up to 6¾", plain petaled and wide-open, faultlessly placed and spaced in a long flowerhead with up to 27 buds; 6-7 open, with 5-6 showing color.

Spike - Tall, straight, and strong, 60" and over.

Plant - Healthy and vigorous and a good bulblet producer; bulblets germinate freely.

Season - Late, 95-105 days.

Prices for 1946 —

Large, each \$.35; medium, each \$.25; small, each \$.15

Ten of any one size at eight times the single price.

Bulblets: 2 - \$.10; 10 - \$.35; 20 - \$.65

PHOEBE - (Seedling [Mrs. P. W. Sisson X Coryphee] X Picardy)

An outstanding pink, robust and vigorous enough to take it, and with other qualities that make it a strong competitor in any company. Older growers will well remember Pfitzer's Coryphee, a pink of some fifteen years back, that was considered by many as the most beautiful pink ever introduced. Coryphee did have wonderful color, but it had one fatal fault: it crooked so badly that a straight spike was the rare exception. Since Coryphee's passing, several varieties have been introduced that were heralded as improved Coryphees, - but not one of them ever lasted more than a season or two. Phoebe comes the closest to Coryphee in color of any glad that I know, though it is perhaps just a little deeper.

But color is not the only quality that commends Phoebe: its spikes are tall, strong, and **straight** - I have never yet seen a crooked spike; the flower-head is long, with 8-11 florets open, 5-6 more showing color. While not yet extensively shown, Phoebe has won its share of blue ribbons and has elicited favorable comment from everyone who has seen it. When stocks have been increased enough to permit of wider distribution it will ask no favors on any show bench since it will be well able to hold its own against all comers.

If you have not yet tried Phoebe, you will be delighted by its performance.

Description —

A large, formal, tall pink, of most attractive color.

Color - A very clear light pink, without conspicuous markings.

Florets - Large, wide open, plain petaled, with 8-11 open, 5-6 in color. Well spaced and placed; size up to 6-6½"; substance heavy.

Spike - Tall, medium heavy, straight, up to 60" or over.

Plant - Strong and healthy and a vigorous grower, with deep green foliage, which has the characteristic of having the tips of the leaves bend over like those of cat-tails. Excellent bulblet maker and bulblets germinate and grow well.

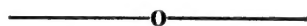
Season - Quite late, 85-95 days.

Prices for 1946, per Each —

Large - \$1.50; Medium - \$1.00; Small - \$.75

Ten bulbs of **small only** at eight times the single price.

Bulblets: 2 - \$.25; 10 - \$1.25



DELILAH - (Mrs. S. A. Errey X Picardy)

A new shade in salmon, Delilah has attracted much attention and favorable comment. Of very large size, with well ruffled petals of excellent substance, and of an unusual deep, intense, clear salmon color, different from any other, it is conspicuous in any company. It gives promise of becoming very popular as soon as stocks become more plentiful.

Unexpectedly heavy demand during the 1945 season cut my stock of this one away down and, unfortunately, I planted all of my bulblets on a new piece of ground this year, where there was no water available for irrigation, with the result that a prolonged period of drought was responsible for an almost complete failure of the crop. I can, therefore, offer **no medium or small sizes of bulbs, and no bulblets** during the present season.

Price for 1946, per Each —

Large only - \$3.50. No medium, small, or bulblets.

BURGUNDY - (Commander Koehl X Picardy)

This exceptionally brilliant red glad is very popular with florists. It was for a while rather short of stem and it was only for this reason that I hesitated to introduce it, and it was only after various florists had urged me to release it that I decided to do so. The formal flowerhead had always been long, the shortness being entirely in the stem, but during the past few seasons Burgundy started to stretch out and this season most of the spikes were of about normal proportions. Burgundy's color is strikingly brilliant. It is so vivid that I avoid working with it for more than short periods during bright sunshine because I have found that, if I do, I almost invariably wind up with a headache. Burgundy lends itself admirably for basket work and few reds can match it for this purpose. It is a 100% performer and I have yet to see the first crooked spike on it.

Description —

Color - An unusually brilliant velvety red, without a trace of either orange or blue: a real red that is really dazzling; a narrow pencil line of cream on the throat petals helps to add to the effect.

Florets - Heavily ruffled florets, well placed and spaced on a long formal flowerhead; 10-12 open, with 4-5 in color make a fine ribbon of color, size 4½-5".

Spike - Always straight, with model flowerhead.

Plant - Strong, healthy grower with heavy foliage; produces many very large bulblets which germinate and grow well.

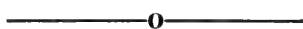
Season - 80-90 days.

Prices for 1946, per Each —

Large - \$.80; Medium - \$.60; Small - \$.40

Ten of any one size at eight times the single price.

Bulblets: 1 - \$.10; 10 - \$.80



SHOOTING STAR - (Maid of Orleans X Picardy)

This formal deep cream makes an imposing spike, with extra long flowerhead. Well worth a trial.

Description —

Color - A deep, rich cream, with inconspicuous faint lavender lines on the throat petals.

Florets - Wide open, plain petaled, well placed and spaced on an exceptionally long flowerhead; 9-11 open, with 5-7 showing color; size 4½".

Spike - Straight and strong, 50-55".

Plant - Strong, healthy grower with heavy foliage; good bulblet producer and bulblets germinate well.

Season - 80-90 days.

Prices for 1946, per Each —

Large - \$1.00; Medium - \$.75; Small - \$.50

Bulblets: 2 - \$.25; 10 - \$1.00

GARDENIA - (Maid of Orleans X Apricot Glow)

One of my very first introductions, Gardenia is still growing in popularity and has become the leading cream commercial variety in a number of sections. Growers have written that, while they grow Gardenia by tens of thousands, they cannot supply the demand.

Gardenia appeals to florists and to those artistically inclined because of its graceful appearance. Its medium sized florets are handsomely waved and perch on the straight, wiry spike like big butterflies. It is a splendid performer, blooming freely from medium and small bulbs, and even from bulblets; large bulbs quite commonly produce from two to four or five spikes and each of them is strong and well proportioned. A planting of one hundred will often yield from 125 to 150 saleable spikes.

Description —

Color - Light cream or milk white, with light gold throat.

Florets - The petals are artistically waved and well placed and spaced on a wiry, but strong stem; 4-6 open, with 4-6 in color; size up to 4½-5".

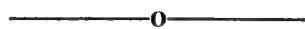
Spike - Tall, slender and wiry, yet straight and strong; height 40-50".

Plant - Healthy, vigorous grower, with rather narrow, blue-green leaves. The bulbs, while exceptionally healthy, do not grow as large as those of most other varieties, but many throw several large flower spikes; bulblets freely produced, larger than average, and 100% germinators.

Prices for 1946 —

Large 2 - \$.25, 10 - \$1.00; Medium 3 - \$.25, 10 - \$.60; Small 5 - \$.25, 10 - \$.40

Bulblets: 50 - \$.30; 100 - \$.50



SOME HELPFUL HINTS

Without question, the worst pest that the grower of glads has to contend with is thrips. Unless he is fortunate enough to have his planting somewhere in the country, far away from any other planting of gladiolus, large or small, he will most certainly meet up up with thrips in very short order. While thrips do not travel long distances under their own power, their distribution is assured by many factors: wind, clothing of visitors, fur of animals, etc.

Stocks can be rendered entirely free from thrips through proper treatment during the winter storage treatment, but such treatment must be absolutely thorough: each and every lot, and every single bulb and bulblet must be treated, for even one small lot of bulbs, or a single untreated bulb will furnish the parent breeding stock that will soon infest an entire large planting.

For years the most widely employed method for thrips control during winter storage was the use of naphthalene flakes, since that method is cheap and because it was believed to afford an effective means of definitely killing all thrips and their eggs on stock. Competent authorities on thrips control now claim that naphthalene flakes are not the sure thrips

Scheer Gladiolus

Sheboygan, Wisconsin

PLEASE PRINT

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If out of size ordered, may we substitute bulbs of smaller size of same variety, of equal or greater value?

John Phillips

Geo. H. Schaefer, M. D., Obstetrician

11/11/12 10:10:12

310 New York Avenue

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killers that they have long been believed to be. As for myself, I discontinued the use of naphthalene flakes years ago because I found their use entirely impracticable for my needs. With thousands of lots of seedlings I found it quite impossible to remove the flakes after the prescribed 4 weeks period, and since the flakes were left on the bulbs until planting time, the result was very material damage to all stock that had been long exposed to the action of the naphthalene fumes, ranging from long delayed germination and distorted growth of those that did finally grow, to actual killing of many bulbs. So it was up to me to find some other method, one that would be effective and that would not harm the bulbs, even if allowed to remain on the stock until planting time.

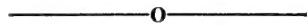
I solved the problem by the use of a rotenone dust during the winter storage treatment. This method is easy to use and appears to be completely effective in destroying all thrips and their eggs. When using the dust I simply drop it into the bag containing the stock, fold over the top of the bag, and shake the bag around so as to spread the dust thoroughly over all bulbs - and then forget all about it until planting time. The amount of powder to be used is not of very great importance, so long as enough is used - I would much rather use too much than not enough since even in large amount it seems to be absolutely harmless. I might mention that it has happened in a few instances that a few bulbs were overlooked at planting time, to be discovered later in the season - too late to be planted that season -, so they were held over until the following year **with the rotenone dust still on them**. Planted the second year, those bulbs grew well, without any signs of having been harmed in the least by their long contact with the dust.

In my own work I have used a dust containing derris and cube derivatives, which is manufactured by the Agicide Company, formerly of Milwaukee, Wis., but recently removed to a new location - Kenosha, Wis., I believe. The product that I have been using is their Agicide Dust Concentrate.

If you have any stock that, for some reason or other, has escaped treatment during the winter storage treatment - and this applies likewise to all stock obtained from outside sources - you can still ensure that the thrips on it have been destroyed if you use one of the several effective dips prior to planting. These dips are usually employed just prior to planting and the bulbs are planted, still wet with the dip. Probably the most generally used dipping solution is prepared by adding one tablespoon of Lysol to each gallon of water used and soaking the bulbs in this solution for from 6 to 8 hours, then allowing the stock to drain for 20-30 minutes, and planting it, still wet. Various other insect poisons are used, such as Semesan, New Improved Ceresan, etc., and instructions for their proper employment will be found in various flower magazines and on the instruction sheets that come with the product. Corrosive sublimate and calomel have also been long used and are probably effective.

Whichever poison is used, it is very essential that the solution comes into perfect contact with every portion of each bulb **and** great care must be taken in handling the solutions and stock since all these solutions are highly poisonous to humans if carelessly used.

It would be very fine if our troubles from thrips were all over, once we plant stock entirely free from all thrips, but, unfortunately, our worries never end there. No matter how clean your own stock may be at planting time, it will not remain so very long if there is even one patch of untreated stock planted within half a mile of your place, for thrips will soon find their way to your patch and will begin their dastardly work. The only way to stop them, or at least to discourage them, is by employing an effective method of spraying or dusting your entire planting: systematically and thoroughly, beginning when the plants are 4-6 inches high, and then going over them again at least once each week until the spikes are forming. The most commonly used and the most effective remedies for thrips control on growing stock are tartar emetic, the arsenates, and rotenone preparations for sprays, and chiefly rotenone preparations for dusting. Whichever method is used, all are probably quite effective if used properly: the important thing, whether employing a spray or dust, is to cover every part of each leaf with the spray or dust **and to use same often enough**. If a rain washes off the coating of dust or spray within a short time after they have been applied the spraying or dusting must be repeated. (I have found that, probably three times out of four, **it will rain** within 24 hours.)



Every effort is made to have all stock true to name, but in spite of all precautions, a rogue may appear occasionally. I am always ready to replace any bulb that has been found to be not true to name and will do so cheerfully if the rogue is returned to me, but I will not be liable beyond replacement of the item that has been found to be untrue to name.

Prices quoted in this announcement include delivery charges if your order amounts to at least \$3.00. If the order is less than that amount delivery charges must be included. Remittance must accompany all orders as I cannot run any charge accounts.

All orders less than \$5.00 in amount will be forwarded by parcels post **when weather conditions make such shipments safe**. Please bear in mind that the post office department **will not** insure any shipment against possible freezing in transit and the customer will have to assume the risk of loss from freezing if he instructs shipping of bulbs by this method during the cold season. Express shipments **can be insured** against loss from freezing, and this method is recommended for all orders that must be shipped during the winter months. All orders amounting to \$5.00 or over are forwarded by express, fully insured, and smaller orders will be shipped in like manner if the customer will pay the express charges on all such shipments.

If an insured express shipment should be found to have suffered any damage due to freezing in transit, claim for damage must be made **immediately** to your local express agent. All bulbs are in perfect condition when packed, and my responsibility ceases when the shipment has been turned over to the express company: any claim for damage sustained from then on must be taken up with the express company directly, and **promptly**, since failure to report damage at once will relieve the express company of all responsibility.

No Orders Accepted After April 15th

Liberal extras are included with all orders, the amount dependent upon the size of your order. That my customers are more than satisfied is amply proven by the many enthusiastic letters received and it will be my aim, in the future as it has been in the past, to so treat my customers that they will be, not merely satisfied, but pleased.

SCHEER GLADIOLUS

910 New York Avenue

Sheboygan, Wisconsin